



SANDIA BUSINESS PARTNERS

Research and Development Procurement

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Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company,
for the United States Department of Energy under contract DE-AC04-94AL85000.





RESEARCH AND DEVELOPMENT STUDIES ORGANIZATION 10251

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Organization 10251

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What Organization 10251 Buys

- Research
- Demonstrations
- Design
- Experiments
- Analysis
- Literature Search
- Studies
- Feasibility
- Testing
- Data Gathering
- Investigations

Deliverables Include: Data, first article, research paper, custom software, code, experiment results, test results, information, reports or non-commercial product or prototype.



What 10251 Does Not Buy

These are considered core competencies of Sandia:

- Project Management Services
- Weapons Design Services
- Reliability testing and analysis
- Component integration



What To Offer

- Have skills and capabilities that offer a clear technical advantage and are economically competitive.
- The capability must be in a needed area where Sandia lacks strengths and capabilities.
- In Research and Development, Sandia contracts for solutions to problems based on a firm's proven history of delivering according to quality, schedule and cost.



What To Offer, Cont'd

- Most relationships with contractors over the long term are based on the ability of a contractor to perform well by fully meeting or exceeding requirements.
- Occasionally R & D efforts require facility and personnel security clearances.



Marketing Concepts

- Be persistent
- Use as many ways as possible to market your firm's capabilities
- Cultivate customers in addition to Sandia
- Be an active participant in technical and professional organizations
- Find out who sponsors Sandia projects
- Be willing to team with other contractors
- In R& D, spending decisions are made from November to March
- Our fiscal year ends on September 30.



Sandia R & D Efforts are Difficult

- Some technical requirements are extreme and push the state of the art
- When hardware/material is a deliverable, the quantities usually are small
- May involve lots of testing, documentation and record keeping
- May require the contractor to furnish a wide variety of capabilities and services
- May require contractors to have security and facility clearances



R & D Project Phases

<u>Phase</u>	<u>Who Does This</u>	<u>Comments</u>
•Need Identified	Sandia and Sponsor	
•Concept Development	Sandia	
•Conceptual Design	Sandia w/assistance of Contractor	
•Design	Sandia w/assistance of Contractor	
•Prototype Fabrication	Contractor	<i>Optional Phase</i>
•Testing of Prototype	Sandia w/assistance of Contractor	<i>Optional Phase</i>
•Fabrication	Contractor	
•Qualification Testing	Contractor w/Sandia participation	<i>To demonstrate compliance w/Specs</i>
•Acceptance Testing	Sandia w/Contractor participation	<i>Determines if Sandia will accept Contractor's work</i>
•Integration	Sandia w/participation of Contractor and other contractors of other hardware	<i>Integrating the system procured with other systems</i>
•Testing	Sandia w/participation of other Contractors	<i>Test to see if the particular system will work with other systems</i>
•Implementation	Sandia and Sponsor	<i>Implementation could be a satellite launch, putting hardware into stock, etc.</i>
•Support	Sandia and Contractor	



Org. 10251 Socioeconomic Statistics

2000 year-to-date percentages of total commercial dollars spent:

•8(a)	1.8%	\$ 694,120
•Disadvantaged	3.5%	\$1,034,861
•Small Business	48.1%	\$9,839,272
•Woman-Owned	2.7%	\$ 628,487
•NM Commercial	28.9%	



Professional Organizations Supported by Sandia

- **American Ceramic Society (ACerS)**
- **American Chemical Society (ACS)**
- **American Institute of Aeronautics and Astronautics (AIAA)**
- **American Nuclear Society (ANS)**
- **American Physical Society (APS)**
- **ASM International (American Society for Metals)**
- **American Society of Mechanical Engineers (ASME)**
- **American Vacuum Society (AVS)**
- **Institute of Electrical & Electronic Engineers (IEEE)**
- **Institute for Nuclear Materials Management (INMM)**
- **Materials Research Society (MRS)**
- **Society of Manufacturing Engineers (SME)**
- **The Materials, Metals, and Minerals Society (TMS)**